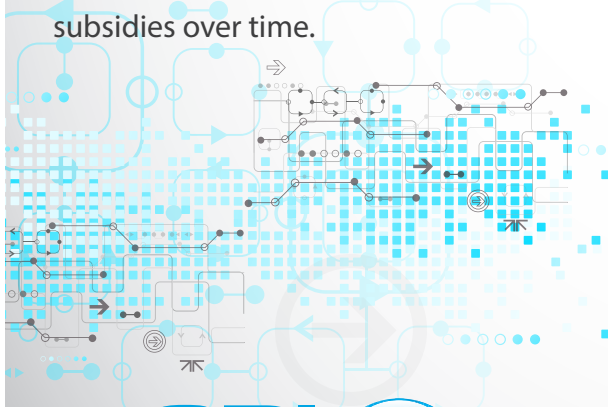




In fiscal year 2011, the federal government gave out more than \$40 billion for research and development (R&D) to universities across the country. According to a study by the National Science Foundation, of all 896 schools that received federal money for R&D, approximately 20% of those funds went to just 10 universities. The top performers understand that the competition for federal funding is an essential element of their institutional design and mission, and they must participate to remain major research universities in the United States.

Success in this competition is a function of the investment in the process and careful management of institutional subsidies over time.



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UNIVERSITY LIAISON PROGRAM (ULP)

UNIVERSITY LIAISON PROGRAM ACTIVITIES

- Find academic talent as a resource for DoD S&T
- Assist academic researchers in identifying federally-funded opportunities
- Match-making between university researchers and private contractors for federal S&T programs
- Partnering for SBIRs and STTRs
- "Local Facility" for NYS-based universities doing work at AFRL
 - *Space and infrastructure*
 - *Security clearances*

UNIVERSITY LIAISON PROGRAM SERVICES

- Tutorials and workshops on federal S&T funding
- Guidance and consulting on proposal writing
 - *Red-teaming and critical review*
 - *"Win" strategy and consulting*
- Tutorials and advice on oral presentations
- Facilitate teaming (especially between universities and industry)
- "Intermediary" between fundamental research and, (possibly sensitive), applied research

BENEFITS OF INVESTING IN THE PROCESS WITH UNIVERSITY LIAISON PROGRAM

Increase in R&D Funding

- New products and processes
- Increase in potential of commercialization

Increase in Research

- Attract talented research faculty
- Attract exceptional graduate students (magnets for new faculty)
- Increase in capacity to win competitive research funds
- Create demand for research collaboration and strategic relationships with private industry, government, and other universities